



WHAT IS A KIZ COMPANY?

- · For-profit business entity
- Located within the boundaries of a KIZ
- Less than eight years old
- In a targeted industry sector:
 - Advanced Materials / Diversified Manufacturing
 - Life Sciences
 - Business Services
 - High Technology

FUNDING

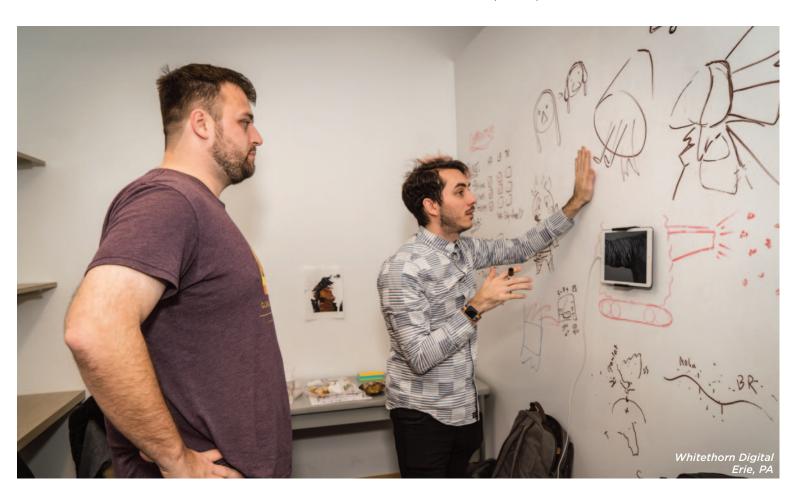
- 2020 application requests exceeded \$17 million
- The average award was \$66,963

HOW TO UTILIZE A KIZ TAX CREDIT?

- Must first be applied to a company's tax liability
- If the awarded credit exceeds a company's liability, they may:
 - Carry forward the unused credit
 - Pass the unused credit to the owners or shareholders
 - Apply to sell all or a portion of the remaining credits

HELPING COMPANIES GROW

- The ability to sell tax credits provides crucial capital to young companies
- Revenue is reinvested to hire new employees, purchase critical machinery, and expand operations





There are 27 Keystone Innovation Zones located throughout Pennsylvania that serve both rural and urban regions. These zones partnered with over 95 institutions of higher education that range from research universities to local community colleges. Each KIZ contains partners from their region that include but are not limited to economic development providers, local governments, financial institutions, and venture capitalists.

TOTAL TAX CREDIT AWARDS BY REGION

FY 2020-21



 NORTHWEST
 \$714,797
 ■ NORTHEAST
 \$2,454,914

 SOUTHWEST
 \$3,432,987
 ■ SOUTHEAST
 \$5,652,862

 CENTRAL
 \$1,697,220
 ■ LEHIGH VALLEY
 \$1,047,132



KIZ companies across the commonwealth have spent the last year and half shifting business models and manufacturing efforts to assist in crucial COVID-19 mitigation efforts. While we cannot highlight all their efforts, DCED is proud to shed a light on some of the great work occurring in PA.



SUCCESS STORY THE 215GUYS University City KIZ

- Learned quickly that many businesses needed assistance with pop-up message on their websites to inform customers about their business status: currently closed, order online here, etc.
- In turn, helped numerous local (and a few national) businesses communicate remotely to their communities.
- Provided this service to anyone, free of charge.

SUCCESS STORY HEALTHVERITY, INC. University City KIZ

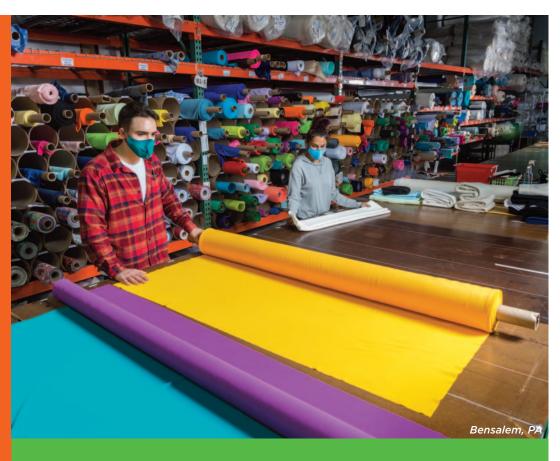
- Awarded a contract in Q4 20 by Health and Human Services to provide software for Privacy-Preserving Record Linkage in support of national COVID-19 study and vaccine efforts.
- Worked with NIH, NCI, FDA and CDC to help power the interoperability of COVID-19 data between key Federal agencies and state governments in a privacy-protecting manner.





SUCCESS STORY MARATHON STUDIOS Pocono Mountains KIZ

- Designed and distributed COVID-19 social distancing signage and floor stickers targeted for use in the retail and office sectors.
- Products received excellent reviews, and despite logistics and production setbacks due to COVID, were able to produce and distribute over 10,000 sets to businesses around the country.



SUCCESS STORY WAZOODLE FABRICS

BioLaunch611+ KIZ

- Developed special fabrics for masks and gowns and applied antimicrobial finishes on most of their fabrics.
- Worked double shifts with friends and family to ship out tens of thousands of fabric orders to individuals making masks for hospitals.
- Developed a reusable fabric for making surgical/isolation gowns.
- Supplied the reusable fabric to businesses that made isolation gowns for hospitals and nursing homes.
- Diverted all manufacturing to PPE fabrics only and contracted with about 20 other mills.



The KIZ Tax Credit program continues to be a critical component of Pennsylvania's economic development resources. Over the years, revenue generated from the KIZ Tax Credit Sale program has infused over \$136 million into qualified KIZ companies. The new capital derived from the sale of the unused KIZ Tax Credits has increased the ability of these early-stage companies to grow, hire new employees, and expand to meet the demands of their customers.

APPENDIX A

2020 KIZ TAX CREDIT AWARDS

Company	KIZ Zone	Award Amount
PittMoss, LLC	Beaver County KIZ	\$4,346.00
Soul Performance LLC	BioLaunch611+ KIZ	\$93,504.00
National Creations LLC	BioLaunch611+ KIZ	\$74,453.00
Biltmore Solutions Inc	BioLaunch611+ KIZ	\$93,504.00
Medtrics Lab, LLC	BioLaunch611+ KIZ	\$92,384.00
Farm & Oven Snacks, Inc	BioLaunch611+ KIZ	\$93,504.00
Wazoodle Fabrics LLC	BioLaunch611+ KIZ	\$93,504.00
Akas Tex, LLC	BioLaunch611+ KIZ	\$93,504.00
Zuppler ONL Food Order	BioLaunch611+ KIZ	\$93,504.00
Go2Power LLC	BioLaunch611+ KIZ	\$93,504.00
Viral Ideas Marketing, LLC	BioLaunch611+ KIZ	\$25,248.00
Sweet Note Bakery Inc DBA The Greater Knead	BioLaunch611+ KIZ	\$75,578.00
T38Fax Incorporated	BioLaunch611+ KIZ	\$93,504.00
Evrys Bio, LLC	Bucks County Biotech KIZ	\$93,504.00
Horizon Life Chemicals LLC	Bucks County Biotech KIZ	\$29,114.00
Conifer Point Pharmaceuticals LLC	Bucks County Biotech KIZ	\$71,961.00
Apexdrop, LLC	Erie County KIZ	\$93,504.00
Evident Holding Company, LLC	Erie County KIZ	\$24,409.00
Menajerie Studio, LLC	Erie County KIZ	\$53,557.00
Destination Known LLC Out of the Grey Coffee	Erie County KIZ	\$23,412.00
Velocity.net Video, Inc.	Erie County KIZ	\$40,311.00
SimpleSense, Inc	Erie County KIZ	\$9,861.00
Whitethorn Digital, LLC	Erie County KIZ	\$54,527.00
PSNergy, LLC	Erie County KIZ	\$93,504.00
WeCreate, LLC	Erie County KIZ	\$93,504.00
ASAPmaps, LLC	Erie County KIZ	\$45,188.00
EWS Digital Marketing, LLC	Erie County KIZ	\$92,857.00
MeterEZ, LLC	Erie County KIZ	\$20,151.00
Olympia Technologies, LLC	Erie County KIZ	\$5,345.00
Institute on Healthcare Directives	Erie County KIZ	\$1,433.00
MakerPlace, Inc	Erie County KIZ	\$48,509.00
Apex Information Technology	Fayette/Washington KIZ	\$21,724.00
Fayette Pipe Company	Fayette/Washington KIZ	\$93,504.00
Innovative Tomato, LLC	Greater Johnstown KIZ	\$4,563.00
Eternal Remembrance LLC	Greater Johnstown KIZ	\$44,007.00
Aeronics, Inc.	Greater Oakland KIZ	\$47,622.00
Ariel Precision Medicine, Inc.	Greater Oakland KIZ	\$93,504.00
Human Motion Technologies, LLC	Greater Oakland KIZ	\$33,216.00
KEF Robotics	Greater Oakland KIZ	\$87,883.00
CapSen Robotics, Inc.	Greater Oakland KIZ	\$93,504.00
Rehat LLC dba Noctem	Greater Oakland KIZ	\$93,504.00
Spark Cures, LLC	Greater Oakland KIZ	\$78,561.00
FPoliSolutions, LLC	Greater Oakland KIZ	\$93,504.00
Panther Learning Systems, Inc	Greater Oakland KIZ	\$26,932.00

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Travelwits, LLC	Greater Oakland KIZ	\$36,589.00
H Quest Vanguard, Inc	Greater Oakland KIZ	\$93,504.00
Robotwits, LLC	Greater Oakland KIZ	\$93,504.00
UpContent, LLC	Greater Oakland KIZ	\$25,032.00
Hebi Robotics, Inc.	Greater Oakland KIZ	\$93,504.00
Renerva	Greater Oakland KIZ	\$93,504.00
Toaster Party Inc	Greater Oakland KIZ	\$93,504.00
Wise Telemetry, LLC	Greater Oakland KIZ	\$93,504.00
Fitt Ventures, LLC	Greater Oakland KIZ	\$67,940.00
Positively Tea LLC	Greater Susquehanna KIZ	\$93,504.00
Krow Media, LLC	Greater Susquehanna KIZ	\$15,630.00
Brighton Training Group, LLC	Greater Susquehanna KIZ	\$31,652.00
Deep Green Gardens LLC	Greater Susquehanna KIZ	\$1,716.00
Inbound Marketing, Inc	Harrisburg Market KIZ	\$93,504.00
Laurel Software Solutions LLC	Huntingdon County KIZ	\$29,173.00
Moglabs USA, LLC	Huntingdon County KIZ	\$93,504.00
Wright Labs, LLC	Huntingdon County KIZ	
		\$93,504.00
Huntingdon Fiberglass Products, LLC	Huntingdon County KIZ	\$93,504.00
Precision Pro Sports, LLC	i2n Chester County KIZ	\$93,504.00
Celero Commercial Solutions LLC	i2n Chester County KIZ	\$93,504.00
Navrogen, Inc.	i2n Chester County KIZ	\$9,116.00
Purispec LLC	i2n Chester County KIZ	\$93,504.00
Chemtech Environmental Solutions LLC	i2n Chester County KIZ	\$93,504.00
Praeventix Inc	i2n Chester County KIZ	\$93,504.00
Unilog Content Solutions LLC	i2n Chester County KIZ	\$93,504.00
Etopuponline.com LLC	i2n Chester County KIZ	\$93,504.00
Universal Pure, LLC	i2n Chester County KIZ	\$93,504.00
Aevumed, Inc	i2n Chester County KIZ	\$15,975.00
Eigen X, LLC	i2n Delaware County KIZ	\$93,504.00
DietaryDNA LLC	i2n Delaware County KIZ	\$771.00
AB Media Ventures, LLC	I-99 Innovation Corridor KIZ	\$20,239.00
Aleo BME, Inc.	I-99 Innovation Corridor KIZ	\$37,497.00
Apollo 18, LLC	I-99 Innovation Corridor KIZ	\$12,334.00
ColumnTek, LLC	I-99 Innovation Corridor KIZ	\$26,373.00
Xact Metal, Inc.	I-99 Innovation Corridor KIZ	\$93,504.00
Persea Natural, LLC	I-99 Innovation Corridor KIZ	\$93,504.00
Atoptix, Inc	I-99 Innovation Corridor KIZ	\$93,504.00
The Mid-State Solutions Group, LLC	I-99 Innovation Corridor KIZ	\$93,504.00
Phospholutions, Inc	I-99 Innovation Corridor KIZ	\$57,791.00
Depiro Entertainment	I-99 Innovation Corridor KIZ	\$13,160.00
Nittany Laser, LLC	I-99 Innovation Corridor KIZ	\$30,824.00
Impulse Technology LLC	I-99 Innovation Corridor KIZ	\$93,504.00
Railroad City Brewing Company	I-99 Innovation Corridor KIZ	\$8,090.00
Biomagnetic Solutions, LLC	I-99 Innovation Corridor KIZ	\$46,690.00
Campus Kaizen LLC	Lackawanna County KIZ	\$93,504.00
Emerger Health Consultants LLC	Lackawanna County KIZ	\$93,504.00
Sho Technology Solutions, LLC	Lackawanna County KIZ	\$93,423.00

SnapSlide LLC	Lackawanna County KIZ	\$32,873.00
Chunga LLC	Lackawanna County KIZ	\$93,504.00
tube.tracker LLC	Lackawanna County KIZ	\$24,984.00
Howell Benefit Technologies LLC	Lackawanna County KIZ	\$87,056.00
Precision Software Innovations LLC	Lackawanna County KIZ	\$93,504.00
Signallamp Health, Inc	Lackawanna County KIZ	\$93,504.00
Note Fragrances, Inc	Lackawanna County KIZ	\$55,394.00
MetricsRD LLC	Lackawanna County KIZ	\$93,504.00
Automated Equity LLC	Lackawanna County KIZ	\$93,504.00
Predictable Property LLC	Lackawanna County KIZ	\$93,504.00
Advanced Design LLC	Lackawanna County KIZ	\$93,504.00
Payroll Command LLC	Lackawanna County KIZ	\$93,504.00
Terahash LLC	Lackawanna County KIZ	\$93,504.00
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Posture Interactive LTD	Lackawanna County KIZ	\$93,504.00
BSKM Law LLC HSM Real Estate Services LLC	Luzerne County KIZ	\$29,379.00
	Luzerne County KIZ	\$63,625.00
IndependentWrestling.TV, LLC	Luzerne County KIZ	\$93,504.00
Invictus Life Sciences LLC	Luzerne County KIZ	\$20,523.00
Loop Internet LLC f/k/a VOAB Communications LLC	Luzerne County KIZ	\$54,327.00
Shoppertunity, LLC	Luzerne County KIZ	\$61,537.00
Omnitized LLC	Luzerne County KIZ	\$93,504.00
MoxieGreen LLC	Luzerne County KIZ	\$62,679.00
Greyght, Inc	Luzerne County KIZ	\$93,504.00
VizVibe LLC	Luzerne County KIZ	\$5,236.00
Bright Solutions Management Group, Inc	Luzerne County KIZ	\$93,504.00
Venture Greatly, LLC	Luzerne County KIZ	\$75,977.00
DV LV Limited, d/b/a Innovate Train Perform	Luzerne County KIZ	\$30,786.00
Krypton Design LLC dba Kraken Boardsports	Luzerne County KIZ	\$3,349.00
Currentcy LLC	Luzerne County KIZ	\$70,694.00
LSEO LLC	Luzerne County KIZ	\$93,504.00
Special Guest App Inc	Luzerne County KIZ	\$93,504.00
Industrial Metals Manufacturing, LLC	Navy Yard KIZ	\$93,504.00
Pipedream Marketing, Inc.	Northwest Lancaster City KIZ	\$37,897.00
Creative Coding Group, Inc.	Northwest Lancaster City KIZ	\$23,887.00
VIZpin Inc	Northwest Lancaster City KIZ	\$93,504.00
Everest Infrastructure Partners, Inc	Pittsburgh Central KIZ	\$93,504.00
Diamond Kinetics, Inc	Pittsburgh Central KIZ	\$93,504.00
ARIN Technologies, Inc.	Pittsburgh Central KIZ	\$2,774.00
Abililife, Inc.	Pittsburgh Central KIZ	\$48,649.00
Ikos Holdings, Inc	Pittsburgh Central KIZ	\$93,504.00
iraLogix, Inc	Pittsburgh Central KIZ	\$93,504.00
Simple Origin	Pittsburgh Central KIZ	\$93,504.00
Songlink Technologies, Inc	Pittsburgh Central KIZ	\$38,522.00
Srvd, Inc.	Pittsburgh Central KIZ	\$65,421.00
Thoroughcare, Inc	Pittsburgh Central KIZ	\$93,504.00
Apollo Neuroscience, Inc.	Pittsburgh Central KIZ	\$29,565.00
Cognistic, LLC	Pittsburgh Central KIZ	\$93,504.00

Babel Health, Inc	Pittsburgh Central KIZ	CO2 EO4 OO
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Hibersense, Inc	Pittsburgh Central KIZ	\$44,107.00
Engaged Prospect, LLC	Pittsburgh Central KIZ	\$93,504.00
Mashup U, LLC	Pittsburgh Central KIZ	\$4,265.00
Marinus Analytics, LLC	Pittsburgh Central KIZ	\$93,504.00
Savage Visual Effects, LLC	Pittsburgh Central KIZ	\$93,504.00
FarmFan, LLC	Pittsburgh Central KIZ	\$93,504.00
Forest Devices, Inc.	Pittsburgh Central KIZ	\$93,504.00
Roadrunner Recycling, Inc	Pittsburgh Central KIZ	\$93,504.00
Go Call Go LLC	Pittsburgh Central KIZ	\$93,504.00
Pittsburgh Communications Software LLC	Pittsburgh Central KIZ	\$93,504.00
TurnKey Taxes, Inc	Pittsburgh Central KIZ	\$55,066.00
The Illuminato Group, LLC	Pittsburgh Central KIZ	\$6,468.00
The Disruption Hawks, LLC	Pittsburgh Central KIZ	\$35,359.00
Biomotivate, LLC	Pittsburgh Central KIZ	\$9,163.00
Adrich, Inc	Pittsburgh Central KIZ	\$93,504.00
Gridwise, Inc	Pittsburgh Central KIZ	\$30,122.00
Switcheroo, LLC	Pittsburgh Central KIZ	\$15,549.00
Proud Development Enterprises	Pocono Mountains KIZ	\$5,513.00
Sax Gadgets LLC	Pocono Mountains KIZ	\$6,658.00
American Systems and Installation Inc.	Pocono Mountains KIZ	\$93,504.00
Syntactik LLC	Pocono Mountains KIZ	\$47,727.00
Base Lab Tools, Inc.	Pocono Mountains KIZ	\$29,523.00
Adservco Group USA LLC	Pocono Mountains KIZ	\$93,504.00
TickChek LLC	Pocono Mountains KIZ	\$75,515.00
	Pocono Mountains KIZ	
Marathon Studios, Inc Soltech Solutions LLC	Southside Bethlehem KIZ	\$93,504.00
		\$93,504.00
Prospect Gen Al LLC	Southside Bethlehem KIZ	\$47,598.00
NextShift, LLC	Southside Bethlehem KIZ	\$93,504.00
GrainBound LLC	Southside Bethlehem KIZ	\$3,381.00
Optamo LLC	Southside Bethlehem KIZ	\$93,504.00
Bonn Place Brewing, Inc.	Southside Bethlehem KIZ	\$37,401.00
Harbor Light Software, Inc	Southside Bethlehem KIZ	\$93,504.00
Rocket Cloud, Inc.	Southside Bethlehem KIZ	\$93,504.00
MindMe, Inc	Southside Bethlehem KIZ	\$36,533.00
Almas Foods International	Southside Bethlehem KIZ	\$9,251.00
TMS Holdings LLC	Tri-County KIZ	\$14,725.00
Avisi Technologies, Inc.	University City KIZ	\$65,770.00
Dlubal Software, Inc	University City KIZ	\$64,477.00
FloBio LLC	University City KIZ	\$52,277.00
Five Eleven Pharma Inc	University City KIZ	\$48,000.00
LignaMed LLC	University City KIZ	\$93,504.00
AlphaThera LLC	University City KIZ	\$65,401.00
Quantitative Radiology Solutions, LLC	University City KIZ	\$93,504.00
Mebias Discovery Inc.	University City KIZ	\$93,504.00
CampusESP	University City KIZ	\$93,504.00
Keriton Inc	University City KIZ	\$93,504.00

Crossbeam, Inc	University City KIZ	\$23,376.00
The 215 Guys	University City KIZ	\$71,554.00
Smart Oliver LLC	University City KIZ	\$93,504.00
PHL Collective LLC	University City KIZ	\$62,012.00
Guru Technologies	University City KIZ	\$93,504.00
Grue & Bleen	University City KIZ	\$47,119.00
IQinetics Technologies Inc	University City KIZ	\$81,910.00
Leagueside, Inc	University City KIZ	\$93,504.00
Allevi (fna BioBots)	University City KIZ	\$93,504.00
Cure Consulting, LLC	University City KIZ	\$30,999.00
HealthVerity, Inc	University City KIZ	\$93,504.00
Trolley Express Philly, Inc DBA Shuttlebee	University City KIZ	\$82,274.00
Aqua Vida, LLC	University City KIZ	\$93,504.00
Prohibix LLC	University City KIZ	\$78,117.00
Houwzer LLC	University City KIZ	\$93,504.00
Athena Global Advisors Inc	University City KIZ	\$93,504.00
Promptworks LLC	University City KIZ	\$93,504.00
Bainbridge Health	University City KIZ	\$67,445.00
Wearwell LLC	University City KIZ	\$39,870.00
AQD Life Sciences LLC	University City KIZ	\$93,504.00
Borderwise, Inc	University City KIZ	\$93,504.00
Asset-Map Holdings Inc	University City KIZ	\$93,504.00
Neuroflow	University City KIZ	\$93,504.00
Thrive Commerce LLC	University City KIZ	\$93,504.00
VitalTrax LLC	University City KIZ	\$93,504.00
Ostiio LLC	University City KIZ	\$72,989.00
Axonova Medical LLC	University City KIZ	\$76,907.00
Ghost Robotics Corporation	University City KIZ	\$93,504.00
Repisodic, Inc	University City KIZ	\$25,797.00
SETVI	University City KIZ	\$93,504.00
SpotMe Fitness Company	University City KIZ	\$93,504.00
Onocor LLC	University City KIZ	\$93,504.00
GrowFlux Inc	University City KIZ	\$7,309.00
Livegenic Inc	University City KIZ	\$93,504.00
Vetigenics LLC	University City KIZ	\$80,483.00
RJF Sales, Inc	Williamsport / Lycoming KIZ	\$93,504.00
Indoor Sky, LLC	Williamsport / Lycoming KIZ	\$7,027.00
Return Logic, Inc	York County KIZ	\$64,628.00
Crimewatch Technologies, Inc.	York County KIZ	\$61,994.00

APPENDIX B

2020 ENTITIES THAT ACQUIRED KIZ TAX CREDITS

Buyer	Number of Applications	Amount of Tax Credits
American National Insurance Company	3	\$132,527.00
American National Property and Casualty Company	5	\$425,000.00
Arkema Inc	5	\$360,842.00
Armstrong Utilities, Inc	14	\$571,368.00
Barbara Burstin	1	\$76.00
Boscov's Inc	2	\$154,754.00
Cigna Health and Life Insurance Company	16	\$977,142.00
Community Bank	9	\$596,189.00
CooperFriedman Electric Supply Co., Inc	1	\$76,445.00
Daniel R. Dusch	1	\$76.00
David Burstin	1	\$76.00
David Deninno	1	\$95.00
David McClenahan	1	\$379.00
David Shumaker	1	\$680.00
Dollar Bank	1	\$759.00
Donald Moritz	1	\$379.00
Dru Sedwick	1	\$10,000.00
Duquesne Light Company	8	\$670,470.00
Eugene Connors	1	\$95.00
Farm Family Casualty Insurance Company	1	\$3,013.00
Fidelity Deposit & Discount Bank	1	\$68,639.00
First Commonwealth Bank	9	\$726,546.00
Gary L. Schaffer	1	\$190.00
Hartford Insurance Company of the Southeast	1	\$62,592.00
Hartford Life and Accident Insurance Company	9	\$475,941.00
J. Kenneth Moritz	1	\$20,199.00
Jack Isherwood	1	\$190.00
James A. Rudolph	1	\$190.00
Jason Takac	1	\$2,381.00
John F. Bitzer III	1	\$304.00
John F. Bitzer IV	1	\$76.00
		\$25,382.00
John H. Tippins	1	
John McIlvaine III	1	\$379.00
Joyce Lindebaum	1	\$190.00
Jud L. Sedwick Grandchildren's Trust	6	\$226,430.00
Kirby Campbell	1	\$14,035.00
Lewis Hoff	1	\$759.00
LexisNexis Risk Data Management Inc	4	\$310,110.00
LexisNexis Risk Solutions Inc	7	\$509,381.00
Linda Sedwick	1	\$3,062.00
Louis B. Plung	1	\$379.00
Matthew Bender & Company Inc	2	\$154,066.00
Michelin North America Inc	2	\$200,000.00
Mutual Benefit Insurance Company	14	\$900,381.00
New York Life Insurance Company	5	\$495,593.00

Parker-Hannifin Corporation	10	\$657,313.00
Paul Geist	1	\$3,164.00
Peter J. Muth	1	\$4,274.00
Richard Hosking	1	\$379.00
Richard Simmons	1	\$3,036.00
Richard Stover	1	\$379.00
Ronald Frank	1	\$95.00
Ryan Kerry	2	\$34,284.00
S&T Bank	14	\$935,217.00
Sean Casey	1	\$379.00
Selective Insurance Company of South Carolina	13	\$1,003,011.00
Selective Insurance Company of the Southeast	12	\$883,184.00
Standard Insurance Company	12	\$751,204.00
Standard Life and Accident Insurance Company	1	\$13,693.00
Stewart Title Guaranty Company	4	\$331,779.00
TMC Investment Company	1	\$6,803.00
Tractor Supply Company	2	\$164,087.00
Trudy Sedwick	1	\$800.00
Trumbell Insurance Company	1	\$44,182.00
Turbotville National Bank	1	\$50,680.00
Ulta Inc.	2	\$184,182.00
United Farm Family Insurance Company	3	\$148,861.00
William C. Rudolph	1	\$190.00
William H. Tippins	1	\$25,788.00
William Stewart	1	\$1,500.00